

Hitachi Consulting has the significant experience and capabilities necessary to consult on Strategy engagements, including:

- **Deep Financial Services industry knowledge, which provides an important context for strategy development**
- **A structured, collaborative process for engaging management in strategy formulation and implementation planning**
- **Analytical frameworks and disciplines to add rigor around and support for strategic decision-making**
- **Access to thought leadership, Best Practices and benchmarking data to inform strategy development**
- **A focus on quantifiable measures and metrics (strategic, customer/market, operational, financial) to monitor and control strategic initiatives**
- **A status-reporting process to track implementation progress and achievement of business objectives**

We invite you to contact us to further discuss how Hitachi Consulting can team with you to successfully develop and implement your strategic initiatives.

Successful Strategy Development and Implementation

Background

Strategy focuses on corporate or business unit issues and decisions that drive shareholder value. The current economic downturn has highlighted critical industry issues (asset quality, capital adequacy, over-capacity), opportunities (acquiring talent and/or companies, gaining market share), and imperatives (cost reduction, revenue/risk management, strategic focus, customer retention, improved balance sheet management). As a result, financial services companies need to rethink their overall business, position in, and approach to, that business.

Formal strategy development at the corporate or business unit level provides a way for financial services companies to revisit basic assumptions about the industry, the external business context (competitive environment and positioning, buyer values, external trends), and internal business context (customer base, profit pools, internal capabilities, brand image, strengths/weaknesses) to plot a fact-based, focused, differentiated, and achievable path. This same strategy development approach can be applied to developing and assessing more focused strategic decision-making around markets, products, and customers.

Hitachi Consulting has worked with numerous clients to facilitate the strategic planning process at the company or business unit level, provide analytical or other support for executive management or Board strategic planning, and/or assist in addressing specific issues of strategic importance, helping clients:

- Make better, fact-based decisions
- Obtain management engagement, support, and buy-in
- Align business activities around a focused set of strategic priorities
- Have structured implementation plans that provide disciplined execution, enabling more reliable benefits capture
- Monitor implementation progress and business-case capture through formal status reporting and tracking

Critical Areas of Focus

Strategy formulation can occur at multiple levels: enterprise-wide, at the business unit level and/or the strategic initiative level (e.g., whether to introduce new product, enter a new market, re-price certain services). We can assist in strategy development in any or all of these areas. And, we can assist in implementing strategies whether or not we helped develop those strategies.

Hitachi Consulting can assist your organization with:

Corporate or Business Unit Strategy Development and Implementation

- Vision and Mission Development
- Internal and External Business Context
- Strengths, Weaknesses, Opportunities, Threats (SWOT) Analysis
- Strategic Option Development and Strategy Selection
- Line-of-Business Initiatives Supporting the Strategy
- Goals, Measures, and Metrics
- Risk Identification and Mitigation
- Implementation Planning and Assistance
- Status Reporting and Monitoring



Successful Strategy Development and Implementation

Regulatory Reporting Compliance

- Formalized, consistent, and reliable reporting data sources
- Preventive data controls and monitoring processes
- Reliable and timely preparation of regulatory financial statements
- Reporting of current and future regulatory risk profile and impact of new regulations through scenario-building
- Regulatory reporting process and workflow standardization

Competitive Assessments and Positioning

- Competitor Profiling
- Competitor Strategies and Competitive Advantages
- Competitive Positioning
- Competitive Intent

Strategic Market, Brand, and Product Assessments/Planning

- Brand Strategy and Internal Branding
- Value Proposition
- Buyer Values
- Marketplace Assessments
- Segmentation, Targeting, and Positioning
- Market-Entry Strategies
- Marketing Organization Effectiveness
- Growth/Revenue Enhancement Strategies
- Product/Services Pricing
- Product Development and Product Lifecycle Management (PLM)
- Sales Effectiveness

Shareholder Value Analysis

- Valuation
- Strategic-Option Assessment

Business Case Development

- Revenue Projections
- Cost Projections
- Evaluation of Other Factors (e.g., Strategic Alignment, Ability to Implement, Risk, and Risk Mitigation)

Merger and Acquisition/Divestiture Support

- Merger and Acquisition/Divestiture Target Selection, and Evaluation
- Due Diligence
- Program Management
- Change Management and Communications
- Functional-Integration Planning/Project Management
 - Cross-Organizational Functions or Processes
 - Individual Functional Areas (e.g., HR, IT, Facilities, Marketing/Sales)

To learn more about how Hitachi Consulting can support your organization's successful execution of a merger, acquisition, or divestiture, please contact:

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About Hitachi Consulting Corporation

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies. With a balanced view of strategy, people, process and technology, we work with companies to understand their unique business needs, and to develop and implement practical business strategies and technology solutions.

Hitachi Consulting's client base includes nearly 25 percent of the Global 100 and many leading mid-market companies. From business strategy development through application deployment, we help clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting – Inspiring your next success!®

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